

	<p>Illinois Small Business Development Center Network</p> <h2 style="text-align: center;">WEEKLY CONNECTION</h2> <p style="text-align: center;">Providing Professional Guidance for Business Growth</p>	
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**April 23, 2018**

In Today's Weekly Connection:

- ✦ **Illinois SBDC Network Small Business Week Events**
- ✦ **Spotlight on Success - JDraper Glass**
- ✦ **Spotlight on Success - The Wealthcare Group**
- ✦ **SBDCs in News - Illinois SBDC at Southeastern Illinois College**
- ✦ **SBA - Illinois SBDC Lender Forums**
- ✦ **Illinois PTAC and NASA Event – Register soon**
- ✦ **Maximizing Neoserra – Changing Advisor Contact Information**
- ✦ **Network News & Moves – Small Business Toolkit**
- ✦ **Workshops – Marketing Bitz Bootcamp & ADME Business Workshops**
- ✦ **Blog - What Makes Up a Small Business Credit Report?**

### Illinois SBDC Network Small Business Week Events



Everyone is excited about National Small Business Week, April 29 – May 5, 2018. We appreciate the efforts put in by the network in promoting and celebrating NSBW 2018.

[Please find here the NSBW events across Illinois SBDC Network.](#)

### Spotlight on Success – JDraper Glass



#### **Local Artist Goes Out on a Limb to Follow Her Dream**

At 19 years-old studying Zoology at the University of Southern Illinois Carbondale, Jeremie Draper would walk past the art studio every day on her way to class. As she walked by the studio, she was drawn by the dangerous yet unique method of students practicing the art of glass blowing and decided to go out on a limb and change her major. With no experience in glass blowing, Draper started her artistic journey which led her to own her own business, J. Draper Glass. JDraper Glass is an artistic, educational & entertainment studio dedicated to providing hands-on opportunities. They are located in former SunBeam Building on Sheridan Road in Peoria IL.

Draper began her business journey with glass blowing as the Catering Director for Echo Valley Meats, after her boss Dave Alwan, let her use an old meat locker to run her studio.

While working in the catering industry and running a small studio on the side, Draper decided to go to an art show in Chicago Illinois. While at the show, Draper saw a poster to audition for the Corning Museum of Glass in New York, to blow glass at sea.

Draper decided to take a leave of absence at her current job and try out for the position. After making the final cut of artists, and going through one month of training, Draper decided she wanted to leave the Corning Museum, and come back to Peoria to take her small meat locker studio to the next level.

Once Draper came home, she began working with the Illinois Small Business Development Center [SBDC] alongside career advisor Ross Miller. Draper claims that Miller was an immense help starting her business by assisting her with aspects such as [\[Read more...\]](#)

## **Spotlight on Success – The Wealthcare Group**

### **Illinois Metro East SBDC aids in growth of The Wealthcare Group**



In 2017, Tara and Jacob Lowry established a partnership with Karen McGarvey and David Wiegand to expand their business with a new brand, The Wealthcare Group, offering services in navigating through insurance benefits and financial planning for the Riverbend area. They know that investments, insurance and employee benefits can be complex. Their teams of advisors assist each client in fulfilling their specific needs.

The Wealthcare Group reached out to the Illinois Metro East Small Business Development Center (SBDC) at Southern Illinois University Edwardsville for guidance in the middle of last year. They have been working with the SBDC and receiving one-on-one counseling with director and business specialist Jo Ann DiMaggio May.

Tara Lowry is extremely appreciative of DiMaggio May's availability and how much she cares about the Lowrys' business.

"Jo Ann has given us a tremendous amount of feedback. She's reviewed all of our concerns and strategies, which will help us be more successful," Tara said.

DiMaggio May also discussed a variety of areas to assist the Lowrys and their partners in succeeding with their next business chapter. These areas ranged from strategizing their goals, networking, marketing, offering advice on how to leverage under one name to Tara's attendance at SBDC training and resource seminars. [\[Read more...\]](#)

## **SBDCs in News -Illinois SBDC at Southeastern Illinois College**

### **Powersports Technology now offered at SIC**



In response to regional industry needs, Southeastern Illinois College will now offer a two-semester certificate program in PowerSports Technology.

The first of its kind in the region, SIC instructors are working directly with industry dealers in ATVs and UTVs to come up with a curriculum to prepare students for maintenance and repair of side-by-sides, 4-wheelers, gators, and other recreational vehicles.

"SIC has always been proud of our ability to be nimble to industry and community needs," said SIC President, Dr. Jonah Rice. "With new off-road development and expected influx of tourism into the area, we see this as an opportunity to be proactive. Plus, this is one of the few programs like this in the entire country."

PowerSports training will include the diagnosis and repair of gasoline and diesel engines, transmissions, electrical/electronic systems, brake systems, steering systems and suspension systems. Students will have the opportunity to work on top brands including CAT Utility Vehicles, Honda, Arctic Cat, Kawasaki, John Deere, Polaris and more. [\[Read more...\]](#)

Important note:

For those who may be interested in starting their own powersports maintenance or repair shop, SIC can provide additional support through the Illinois Small Business Development Center at Southeastern Illinois College.

"Through the SBDC, we can give entrepreneurs the tools they need to get their business off the ground," said Lori Cox. "Our experienced business counselors have helped numerous area businesses, and many of our services come at no charge." Space is limited for the PowerSports Technology program, and registration is going on now for fall classes.

For additional information about the program, visit [www.sic.edu/PowerSports](http://www.sic.edu/PowerSports) or contact recruiter Rachel Parish at 618-252-5400 ext. 2245 or email [recruiters@sic.edu](mailto:recruiters@sic.edu).

### **SBA - Illinois SBDC Lender Forums**

The 2018 series of SBA-Illinois SBDC Lender Forums continues throughout the state of Illinois. Attached you will find listings of both the Chicago area Lender Forums and the Downstate Lender forums in Central and Southern Illinois. We encourage each of the Illinois SBDCs to participate in one of the Forums and also to actively promote the Lender Forums to their area lenders and bankers.

### **Illinois PTAC and NASA Event – Register Soon**



The spots are filling fast.

Register soon and convey to your clients too, about the great learning opportunity on how to do business with the National Aeronautics and Space Administration (NASA).

[\[Learn more & Register\]](#)

### **Maximizing Neoserra - Changing Advisor Contact Information**

If you have a login account to Neoserra, then you should be aware that your email address is tied to your login account. If your email address has changed, then you will need to notify your Neoserra database administrator to update your Neoserra login account. Only Neoserra database administrators will be able to update your login account, but you will be able to update your counselor record, and potentially your center record. Additionally, you will want to check all email templates and training events, as discussed below.

If you are a counselor and you have a counselor record in Neoserra, then, regardless of whether you have had an email address change, you will want to verify the accuracy of your counselor record periodically. Click View | Counselors and locate your counselor record. Click on your name, and then "Edit" the record to make the appropriate changes.

If you are the primary contact for your center, then it may be that you also need to update your center record. Again, it is strongly recommended that you verify the accuracy of your center record periodically, regardless of whether you have had an email address change. Click View | Centers and locate your center record. Click on your center, and then "Edit" the record to make the appropriate changes.

### **Network News & Moves – Small Business Toolkit**

Community Development Center- Macomb, takes pride in being known as a warm and welcoming community for new and existing businesses, retail shoppers, tourists and residents alike.

City of Macomb, home to Western Illinois University that hosts one of the Illinois's Small Business Development Center, Spoon River College, McDonough District Hospital, several small to medium-sized manufacturers, as well as a vibrant agricultural economy, offers an excellent school system and a top-rated mass transit system. Macomb has proven to be an excellent place to work, raise a family and, for many, own a business.

[Get access to the Small Business Toolkit here.](#)

## **Upcoming Workshops – ADME and Marketing Bitz Bootcamp**

### **ADME Business Workshops**

An introductory [ADME Business Workshop](#) has been designed to instruct new business start-ups and/or individuals who have an interest in entrepreneurship.

1. Hosted by Illinois Department of Commerce and Economic Opportunity (DCEO), along with the Small Business Development Center (SBDC) Network

Date: Thu, May 3, 2018  
Time: 5:30 PM – 8:30 PM CDT  
Location: Country Club Hills City Hall  
4200 West Main Street  
Country Club Hills, IL 60478

[\[Register here\]](#)

2. Hosted by Office of Minority Economic Empowerment (OMEE), along with the Illinois Small Business Development Center (SBDC) Network

Date: Tuesday, May 22, 2018  
Time: 9:00 a.m. – 12:30 p.m.  
Location: Jackie Joyner - Kersee Center  
101 Jackie Joyner Kersee Circle  
East St. Louis, IL 62204

[\[Register here\]](#)

Take advantage of this “FREE” event to jump start or grow your business. Register today!

### **Marketing Bitz Bootcamp**



Please register for an affordable one-day digital marketing intensive designed to help business owners gain a better understanding of the fundamentals of online marketing. The event is being held at Chicago, bringing together expert speakers who will provide practical advice on the digital marketing tactics being used today. Share this information with small businesses and entrepreneurs in your area.

[\[To register please click here\]](#)

[You may use the promo code ILSBDC and get 50% off.](#)

## **Blog - What Makes Up a Small Business Credit Report?**

A business credit report is an essential tool for banks, lenders, suppliers and credit grantors in assessing the [creditworthiness of small businesses](#). The information contained in a report provides crucial details needed to make informed credit decisions.

It illustrates a company's ability to meet its contractual obligations based on payment history and public records. The data in a small business credit report is vital to getting the funding you need to successfully run and grow a business. It impacts the following financial decisions:

- How much [business credit](#) a supplier will extend to you
- What repayment terms you'll receive
- What interest rates you'll pay
- How much credit or funding a bank or lender will extend to you
- How your customers view your business
- What insurance premiums you'll pay

[\[Read more...\]](#)

## Illinois SBA Small Business Week Events



### NATIONAL SMALL BUSINESS WEEK

April 29 – May 5, 2018



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The **WEEKLY CONNECTION** email is distributed by the Illinois SBDC and the Illinois Department of Commerce's Office of Entrepreneurship, Innovation and Technology (OEIT) each Monday to members of the Illinois SBDC Network to provide our partners and stakeholders with updates on small business issues, opportunities and resources. Please feel free to share this email with interested partners. Please email [Neeru.Singh@illinois.gov](mailto:Neeru.Singh@illinois.gov) any information for future editions.

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**Illinois**  
**Department of Commerce**  
& Economic Opportunity  
OFFICE OF ENTREPRENEURSHIP,  
INNOVATION & TECHNOLOGY  
Bruce Rauner, Governor



Get Answers to  
Business Questions



Central-Southern IL Lender Forum flyer  
lender forums - full 2018\_Chicago\_SBDC

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